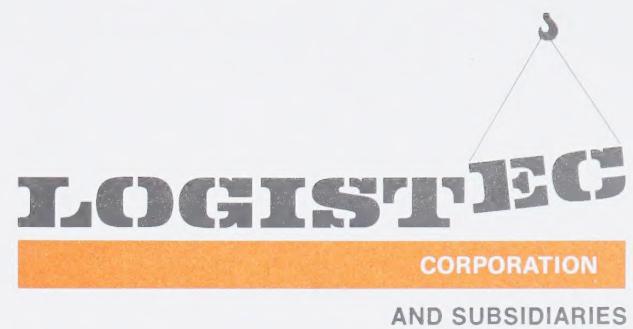




109, DALHOUSIE, QUÉBEC 2, CANADA
276, ST-JACQUES, SUITE 909, MONTREAL 126, CANADA



ALBERT G. BAKER LIMITED

J. C. MALONE & COMPANY (1959) LIMITED

LOGISTEC CORPORATION, STEVEDORING DIVISION
(formerly Eastern Canada Stevedoring)

RAMSEY GREIG & CO. LIMITED

MALONE MARINE AGENCY LIMITED

TERMINO CORPORATION

ITO – INTERNATIONAL TERMINAL OPERATORS LTD

GRUES MOBILES INC. MOBILE CRANES INC.

BAPTIST TRANSPORTATION LIMITED

LOGISTEC CORPORATION, TRUCKING DIVISION

SABB INC.
(affiliated company)



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SUMMARY OF GROWTH

Fiscal year	Revenue	Income before taxes	Income taxes	Net income	Fully diluted earnings per share
1971	\$17,803,149	\$1,221,305	\$606,951	\$614,354	1.19
1970	11,425,844	894,468	442,236	452,232	0.89
1969	5,936,556	660,148	337,401	322,747	0.63
1968	5,453,367	422,898	221,587	201,311	0.64
1967	2,362,194	162,347	77,132	85,215	0.28
1966	1,107,669	63,634	22,939	40,695	0.27
1965	1,139,603	27,099	6,539	20,560	0.27

DIRECTORS AND OFFICERS

DIRECTORS

Roger Paquin
President — Logistec Corporation
René Amyot, Q.C.
Partner — Amyot, Lesage, Bernard, Sheehan & Lengvari
André Bisson, M.B.A.
General Manager — The Bank of Nova Scotia, Québec Regional Office
James D. Fleck, B.A., D.B.A.
Associate Dean — York University
Derek H. Mather*
Vice-President and Secretary-Treasurer
Canadian Enterprise Development Corporation Limited
Yvon-R. Tassé, P.Eng. **
Generalist
Bruno Bernard, LL.L.
Partner — Amyot, Lesage, Bernard, Sheehan & Lengvari

*Chairman — Audit Committee

**Chairman — Executive Officers' Selection and Remuneration Committee

OFFICERS

Roger Paquin
President
René Amyot, Q.C.
Secretary
Paul A. Asselin
Vice-President, Crane Rental
Charles E. Boisvert
Vice-President, Trucking
Carmon Dufour, C.A.
Vice-President, Finance and Treasurer
Laurent Gauthier
Vice-President, Maritime Agency
Kenneth J. Monks
Vice-President, Stevedoring
Frank I. Ritchie, Q.C.
Assistant Secretary and General Counsel

SUBSIDIARY COMPANIES

Albert G. Baker Limited	Malone Marine Agency Limited
Kenneth J. Monks, president	Norman English, president
Baptist Transportation Limited	Ramsey Greig & Co. Limited
Charles E. Boisvert, president	Laurent Gauthier, president
Mobile Cranes Inc.	Termino Corporation
Paul A. Asselin, president	Pierre Paquin, president
J. C. Malone & Co. (1959) Limited	ITO — International Terminal Operators Ltd.
Kenneth J. Monks, president	Roger Paquin, president

Research and development: Guy Lequent

Public relations: Paul A. Asselin

Corporate affairs: Frank I. Ritchie, Q.C.

Industrial relations: G. E. Merette, Eng.



Officers of the Corporation

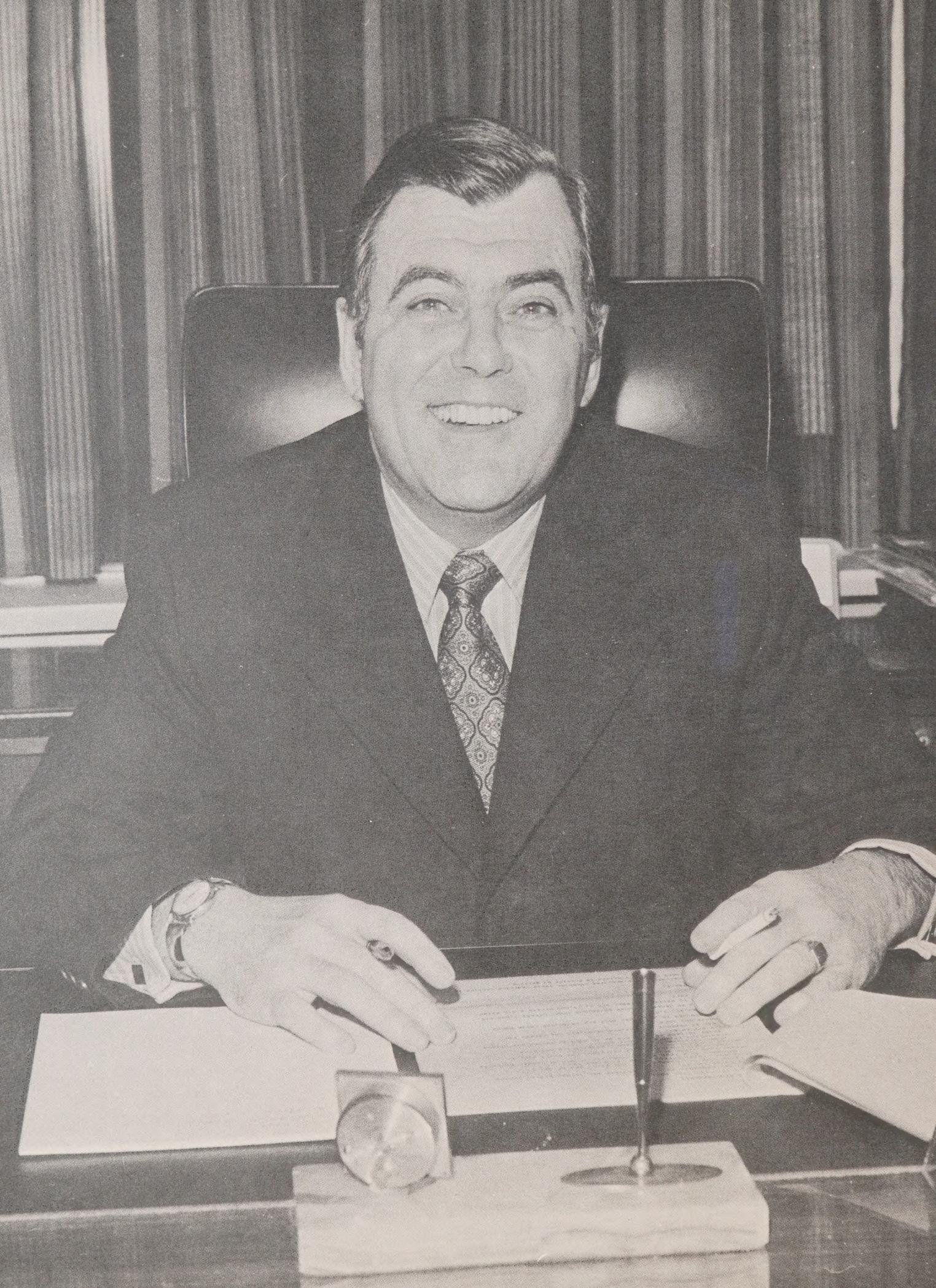
From left to right, front row:

Messrs. Kenneth J. Monks, Roger Paquin and Carmon Dufour.

Standing:

Messrs. Paul A. Asselin, Laurent Gauthier, Guy Lequient,
Charles E. Boisvert, G. E. Merette and Frank I. Ritchie.

Mr. René Amyot does not appear in this picture.



REPORT TO SHAREHOLDERS

1. Introduction

It is a pleasure to report another substantial increase in the Corporation's annual net income. For the period ended December 31, 1971 net profit was \$614,354 compared to \$452,232 for the year 1970. Fully diluted net earnings per common share were \$1.19, an increase of 34% over 1970's net earnings per share of \$0.89.

In respect of 1971 earnings, the Corporation paid a dividend of \$0.15 per common share compared to the initial dividend of \$0.10 paid a year ago in respect of earnings for 1970. In line with new tax legislation the required income taxes have been paid by the Corporation and to the best of our knowledge this dividend is not taxable in the hands of the Corporation's Canadian shareholders.

2. New acquisitions

On October 1, 1971 the Corporation completed a transaction by which it acquired all the operating assets and business of the Eastern Canada Stevedoring division of Warnock Hersey International Limited. Revenues of this Company have been included with those of the Corporation since that date.

This stevedoring firm, the most important in Canada with annual revenues exceeding \$22,000,000 contributed significantly to the Corporation's income in 1971. It has also allowed us to broaden the geographical scope of our stevedoring operations which now includes a great number of ports on the Great Lakes and the Atlantic Seaboard.

The Corporation acquired all the outstanding shares of ITO — International Terminal Operators Ltd. on January 7, 1972. This firm operates maritime terminals in the Port of Montreal. Following this addition, we are now in a position in all of our ports to integrate and rationalize every type of handling operation to ensure a continuous movement of commodities whether it involves cargoes arriving or departing.

The purchase of all the operating assets and business of the Canadian Import Steamship Agency, division of Sealakes Services Inc., was finalized on January 4, 1972, and its operations have been combined with our subsidiary, Ramsey Greig & Company Limited, which will be responsible for all services. The effect of this purchase is to add significantly to the international maritime agency responsibilities of the Corporation in the Port of Québec.

3. Preferred share conversion

In December 1971 the preferred shareholders converted all their holdings into common shares thus adding 159,400 to the number of common shares outstanding.

4. Higher earnings

Earnings from all divisions of the Corporation increased significantly in 1971. In considerable measure these increases are a result of our efforts directed towards the automation and the rationalization of our operations.

The capital expenditures incurred during 1971 were directed largely to the improvement of our handling equipment and have been an important factor in the Corporation's gains in productivity.

5. Human relations

We have always attached great importance to the human relations aspects of our several businesses. I have no doubt

that much of our success is due to exceptional efforts by many key people throughout our organization. In this connection, we are presently studying the possibility of establishing a profit sharing plan for our senior executives.

With the addition of Eastern Canada Stevedoring the scope of our stevedoring operations has expanded considerably. It was therefore decided in late 1971 to establish an Industrial Relations Department. Mr. G. E. Merette, B.A. Sc., who was previously vice-president of our subsidiary, Albert G. Baker Limited, has been appointed director of this newly formed department. He will be fully involved in this new task and will devote his efforts in achieving, at the ports where we are represented as well as in the Corporation's divisions, understanding with the labour unions involved.

6. A look to the future

There was no need to seek additional public financing in 1971, and unless there are additional major corporate acquisitions, we do not anticipate public financing in 1972.

In order to continue the rapid improvement in the efficiency and productivity of our divisions we must continue to budget substantial capital outlays. In 1972 our capital expenditures will be in the range of \$900,000.

The Port of Trois-Rivières suffered a decrease in its newsprint and asbestos exports during 1971. However, we have taken the necessary steps to correct this situation and already there has been a significant increase of our volume of business in this port in 1972.

Our principal objective in 1972 will be to improve the profitability of our stevedoring operations particularly in the Port of Montreal. The labour contract, recently renewed, allows us to look forward to making progress towards this goal.

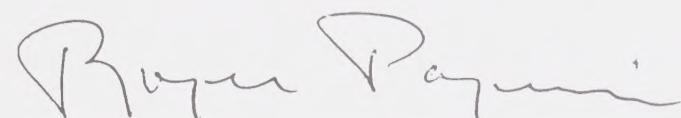
7. Conclusion

We are conscious of the more important role which is being played by the service companies in our modern economy and foresee a most promising future in the business of intermodal cargo handling. During the last few years, we have fully participated in the development of this industry and we intend to make use of our energies to maintain an important position in this field.

On behalf of the Board of Directors, I extend a very cordial welcome to the new employees who have recently joined our organization and my sincere thanks to everyone for their hard work which contributed so much to the Corporation's achievements in 1971.

We hope that 1971 will be another year of progress.

On behalf of the Board of Directors,



President.

March 20, 1972.

LOGISTEC CORPORATION

and subsidiaries

CONSOLIDATED BALANCE SHEET

as at December 31, 1971

	1971	1970
CURRENT ASSETS		
Cash	\$ 148,975	\$ 498,228
Accounts and notes receivable (note 2)	8,834,230	2,772,473
Prepaid expenses	297,068	127,089
TOTAL CURRENT ASSETS	9,280,273	3,397,790
CURRENT LIABILITIES		
Bank indebtedness (note 2)	5,763,114	1,724,300
Accounts payable and accrued liabilities	2,324,725	786,776
Income taxes	121,044	305,673
Current portion of long term debt	470,451	257,890
TOTAL CURRENT LIABILITIES	8,679,334	3,074,639
WORKING CAPITAL	600,939	323,151
INVESTMENTS (note 3)	1,331,740	1,173,754
FIXED ASSETS (note 4)	3,510,412	2,422,859
	5,443,091	3,919,764
OTHER LIABILITIES		
Long term debt (note 5)	2,548,225	1,764,268
Deferred income taxes	570,288	387,184
	3,118,513	2,151,452
EXCESS OF TANGIBLE ASSETS OVER LIABILITIES	2,324,578	1,768,312
OTHER ASSETS (note 6)	1,051,717	1,064,094
EXCESS OF ASSETS OVER LIABILITIES	\$ 3,376,295	\$ 2,832,406
REPRESENTED BY: SHAREHOLDERS' EQUITY		
Capital stock (note 7)	\$ 1,903,400	\$ 1,903,400
Retained earnings, including contributed surplus of \$26,400	1,472,895	929,006
	\$ 3,376,295	\$ 2,832,406

Approved on behalf of the Board

ROGER PAQUIN, Director

DEREK H. MATHER, Director

CONSOLIDATED STATEMENT OF EARNINGS AND RETAINED EARNINGS

for the year ended December 31, 1971

CONSOLIDATED STATEMENT OF EARNINGS

	1971	1970
Net revenue	\$17,803,149	\$11,425,844
Operating costs	15,965,058	10,051,267
Operating income before depreciation and interest on long term debt	1,838,091	1,374,577
Depreciation	413,137	340,417
Interest on long term debt	194,698	171,269
	607,835	511,686
Operating income	1,230,256	862,891
Equity in earnings of a 50% owned company (note 3)	(8,951)	31,577
Income before income taxes	1,221,305	894,468
Income taxes	606,951	442,236
Net earnings	\$ 614,354	\$ 452,232
Fully diluted earnings per share	\$ 1.19	\$ 0.89

CONSOLIDATED STATEMENT OF RETAINED EARNINGS

	1971	1970
Balance at beginning of year	\$ 929,006	\$ 524,594
Net earnings for the year	614,354	452,232
	1,543,360	976,826
Dividends on Preferred shares	35,865	47,820
Dividends on Common shares	34,600	—
	70,465	47,820
Balance at end of year	\$ 1,472,895	\$ 929,006

LOGISTEC CORPORATION

and subsidiaries

CONSOLIDATED STATEMENT OF SOURCE AND APPLICATION OF FUNDS

for the year ended December 31, 1971

SOURCE OF FUNDS

	1971	1970
Net earnings and items not requiring cash outlay	\$ 1,248,030	\$ 865,483
Increase in long term debt	1,331,340	700,000
Issue of Common shares	—	50,000
	2,579,370	1,615,483

APPLICATION OF FUNDS

Additions to investments	192,816	516,670
Additions to fixed assets	1,490,918	971,089
Repayment of long term debt	547,383	365,576
Dividends on Preferred shares	35,865	47,820
Dividends on Common shares	34,600	—
Investment in new subsidiaries, less working capital of these subsidiaries at date of acquisition	—	475,568
	2,301,582	2,376,723
Increase in working capital	277,788	(761,240)
Working capital at beginning of year	323,151	1,084,391
Working capital at end of year	\$ 600,939	\$ 323,151

AUDITORS' REPORT

The Shareholders,
Logistec Corporation

We have examined the consolidated balance sheet of Logistec Corporation and subsidiaries as at December 31, 1971, and the consolidated statements of earnings, retained earnings and source and application of funds for the year then ended and have obtained all the information and explanations we have required. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances.

In our opinion and as shown by the books of the companies, these consolidated financial statements present fairly the financial posi-

tion of the companies as at December 31, 1971, and the results of their operations and the source and application of their funds for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

FORTIER HAWEY & CO.
TOUCHE ROSS & CO.
Chartered Accountants

Québec, February 16, 1972

LOGISTEC CORPORATION

and subsidiaries

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

for the year ended December 31, 1971

1. Principles of consolidation

The consolidated financial statements include the accounts of the Corporation and those of its wholly owned subsidiaries, Baptist Transportation Limited, Albert G. Baker Limited, Les Grues Mobiles Inc. — Mobile Cranes Inc., Malone Marine Agency Limited, Ramsey Greig & Co'y. Limited and J. C. Malone & Company (1959) Limited

and its wholly owned subsidiary, Termino Corporation. The consolidated statement of earnings includes the portion of earnings attributable to the periods of ownership of the companies acquired during a year.

2. Bank indebtedness

Book debts of the Corporation, of all its wholly owned subsidiaries and of its affiliated company, Termino Corporation, have been pledged as security for this indebtedness.

3. Investments

SABB Inc. — a 50% owned company

Investment — at cost plus the Corporation's equity in the earnings since date of acquisition
Advances — free of interest

	1971	1970
Investment — at cost plus the Corporation's equity in the earnings since date of acquisition	\$ 52,526	\$ 61,477
Advances — free of interest	<u>1,100,000</u>	<u>1,050,000</u>
	<u>1,152,526</u>	<u>1,111,477</u>
Advance on purchase of shares of		
ITO - International Terminal Operators Ltd. (note 9)	150,000	—
Other — at cost	29,214	62,277
	<u>\$1,331,740</u>	<u>\$1,173,754</u>

4. Fixed assets

Fixed assets and the related accumulated depreciation are classified as follows:

	1971		1970
	Cost		Net
Land	\$ 122,343	—	\$ 122,343
Buildings	624,805	\$ 219,118	409,553
Automotive and other equipment	5,134,253	2,243,588	1,795,805
Furniture and fixtures	201,291	141,149	60,142
Leasehold improvements	63,169	31,594	34,864
	<u>\$6,145,861</u>	<u>\$2,635,449</u>	<u>\$3,510,412</u>

5. Long term debt

Logistec Corporation

9 1/4 %, Sinking Fund Debentures, Series A, maturing in 1989

	1971	1970
9 1/4 %, Sinking Fund Debentures, Series A, maturing in 1989	\$ 900,000	\$ 900,000
Term loans, 8% - 8 1/2 %, payable in various quarterly and half-yearly instalments through 1977	1,493,260	645,375
Promissory note, 8 1/2 %, payable \$67,500 in 1972 and \$257,500 in 1973	325,000	—
Mortgage and promissory notes, 7% - 9 1/2 %, payable in various instalments	35,416	157,839

Albert G. Baker Limited

Promissory note, 6%, payable in 1972

145,000	145,000
120,000	160,000

J. C. Malone & Company (1959) Limited

Promissory note, 9%, payable in annual instalments of \$40,000

120,000	160,000
—	13,944

Les Grues Mobiles Inc. — Mobile Cranes Inc.

Promissory note

3,018,676	2,022,158
470,451	257,890

Current portion

\$2,548,225	\$1,764,268
-------------	-------------

Under the terms of the Trust Indenture dated June 1, 1969 relating to the 9 1/4 %, Sinking Fund Debentures, Series A, the Corporation is required to pay to the trustee, for sinking fund purposes, \$60,000

in each of the years 1975 to 1989 inclusive.

The term loans of \$1,493,260 are secured by a pledge of certain automotive equipment representing a book value of \$2,132,807.

	1971	1970
6. Other assets		
Excess of cost of investment in shares of subsidiaries over equity in net assets at acquisition*	\$ 953,980	\$ 953,980
Unamortized financing expense	97,736	110,113
Goodwill and trucking permits	1	1
	\$1,051,717	\$1,064,094

*In the view of management of the Corporation, this asset is not diminishing and no amortization is presently needed.

	1971	1970
7. Capital stock		
Authorized		
20,000, 6% cumulative convertible Preferred shares of a par value of \$100 each, redeemable at par		
2,000,000 Common shares without par value		
Issued and fully paid		
7,970 Preferred shares	\$ 1,903,400	\$ 797,000
505,400 Common shares	<u>—</u>	<u>1,106,400</u>
	\$1,903,400	\$1,903,400

- i) During the year, 7,970 Preferred shares have been converted into 159,400 Common shares.
- ii) The following stock options to directors and senior officers of the Corporation and its subsidiaries were outstanding as at December 31, 1971:
 - a) 2,000 Common shares at \$6.50 each. This option has been exercised in 1972.
 - b) 10,000 Common shares at \$5.00 each, expiring December 31, 1973.
 - c) 3,000 Common shares at \$5.00 each, expiring September 5, 1974.

8. Restrictions under Trust Indenture

The Trust Indenture relating to the 9 1/4 %, Sinking Fund Debentures, Series A, contains certain restrictions, customarily found in Deeds of this type, pertaining to the amount of long term debt which may be issued, the declaration or payment of dividends and the reduction of capital.

9. Subsequent event

On January 7, 1972, subject to certain terms and conditions, the Corporation acquired all the outstanding shares of ITO-International Terminal Operators Ltd., for an amount of \$450,000. In December 1971, the Corporation made an advance of \$150,000 on the purchase price.

10. Comparative figures

Certain of the comparative figures of consolidated financial statements of December 31, 1970 have been restated to give a more meaningful presentation.

11. Statutory information

The remuneration of directors and officers of the Corporation and its subsidiaries amounted to \$195,025 in 1971 and \$155,105 in 1970.

6. Autres actifs	
Excedent du coût du placement en actions des filiales sur la valeur nette aux livres de leur actif lors de l'acquisition*	\$ 953,980
Frais de financement non amortis	\$ 97,736
110,113	
Achalandage et permis de transport	\$ 1,064,094
Autrises	
•Selon l'administration de la compagnie, la valeur de cet actif n'est pas entièrement réalisable.	
7. Capital-actions	
1970	1971
20,000 actions privilégiées, à dividende cumulatif de 6%, rachetables au pair et convertibles, d'une valeur nominale de \$100 chacune	
2,000 actions ordinaires sans valeur nominale d'une valeur nominale de \$100 chacune	
7,970 actions privilégiées	
Emis et payé	
i) Durant l'exercice, 7,970 actions privilégiées ont été converties en 159,400 actions ordinaires.	
ii) Les options d'achat d'actions suivantes, accordées à des administrateurs et officiers supérieurs de la compagnie et de ses filiales, n'avaient pas encore été exercées au 31 décembre 1971:	
a) 2,000 actions ordinaires à \$6.50 chacune. Cette option a été exercée en 1972.	
b) 10,000 actions ordinaires à \$5.00 chacune. Cette option se termine le 31 décembre 1973.	
c) 3,000 actions ordinaires à \$5.00 chacune. Cette option se termine le 5 septembre 1974.	
Le contrat de fiducie se rapportant aux obligations non garanties, 9.4%, (série „A“), avec fonds d'amortissement, contient certaines restrictions que l'on reconnaît habituellement dans des contrats de ce genre, lesquelles reflètent au montant de la dette à long terme due la compagnie pour l'achat émettre, à la déclARATION ET AU PAIEMENT DES DIVIDENDES ET À LA REDUCTION DU CAPITAL.	
g. Évenement subséquent	
Le 7 janvier 1972, sujet à certaines conditions, la compagnie a acheté toutes les actions en circulation de ITO - International Terminal Operators Ltd., pour un montant de \$450,000. En décembre 1971, la compagnie a fait une avance de \$150,000 sur le prix d'achat.	
10. Chiffres comparatifs	
Certains des chiffres des états financiers consolidés au 31 décembre 1970 ont été recalculés pour en améliorer la présentation.	
11. Renseignement statutaire	
La rémunération des administrateurs et des officiers de la compagnie et de ses filiales se chiffre à \$195,025 en 1971 et \$155,105 en 1970.	

8. Restrictions en vertu du contrat de fiducie	
Le contrat de fiducie se rapportant aux obligations non garanties, 9.4%, (série „A“), avec fonds d'amortissement, contient certaines restrictions que l'on reconnaît habituellement dans des contrats de ce genre, lesquelles reflètent au montant de la dette à long terme due la compagnie pour l'achat émettre, à la déclARATION ET AU PAIEMENT DES DIVIDENDES ET À LA REDUCTION DU CAPITAL.	
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11. Renseignement statutaire	
La rémunération des administrateurs et des officiers de la compagnie et de ses filiales se chiffre à \$195,025 en 1971 et \$155,105 en 1970.	

NOTES SE RAPPORTANT AUX ETATS FINANCIERS CONSOLIDÉS pour l'exercice clos le 31 décembre 1971

1. Principes de consolidation

Les états financiers consolidés groupent les comptes de la compagnie et ceux des filiales en propriété exclusive, Bapst Transports, Limitee, — gagne et ceux des filiales en participation Limitee, Alberto G. Baker Limitee, Les Grues Mobiles Inc. — progrètent exclusive, Termino Corporation. Les résultats d'opérations des filiales acquises au cours d'un exercice sont compris dans l'ensemble consolidé des bénéfices à compter de la date de leur acquisition.

2. Empirical Data

Les compagnies et établissements affiliés à la compagnie, ceux de ses filiales et de sa compagnie affiliée, Terminal Corporation, ont été nantis comme garantie de ces emprunts bancaires.

3. Financials

4. Immobilisations

Logistic Corporation

Moins — Dù en degå d'un an

Conformément aux termes du contrat de fiducie du premier juillet 1969 relatif aux obligations non garanties, 91/4 %, (série "A") avec l'équipement roulant ayant une valeur aux livres de \$2,132,807. Les emprunts à terme de \$1,493,260 sont garantis par un lien sur de fins d'amortissement, la compagnie doit verser au fiduciaire, aux fonds d'amortissement, la somme de \$60,000 pour chacune des années 1975 à 1989 inclusivement.

ÉTAT CONSOLIDÉ DE LA PROVENCE ET DE L'UTILISATION DES FONDS

PROVENANCE DES FONDS

PHOENIX FONDS	1971	1990	\$ 1,248,030	\$ 865,483	Bénéfice net et frais ne requérant pas de déboursés	Augmentation des empêchés à long terme	Emmission d'actions ordinaires
			1,331,340	—	1,331,340	700,000	50,000
				—	—		
					—		

UTILISATION DES FONDS

RAPPORT DES VÉRIFICATEURS

Nous avons examiné le bilan consolidé de Logistec Corporation et ses filiales au 31 décembre 1971 et les états consolidés des bénéfices non préparés pour l'exercice clos à cette date et de l'utilisation des fonds bénéficiaires non préparés non utilisés au 31 décembre 1971. Ces états consolidés des bénéfices non utilisés au 31 décembre 1971 et les états consolidés des bénéfices non utilisés au 31 décembre 1971 ainsi que les résultats de leurs opérations et les mouvements de leurs trésoreries pour l'exercice clos à cette date, conformément aux principes comptables généralement admis, appliqués suivant les mêmes modalités au cours de l'exercice précédent.

FORSTER HAWLEY & CIE
TOUCHE ROSS & CIE
COMPATABLES AGREES
Québec, le 16 février 1972

À notre avis, et d'après les écritures passées aux livres des compagnies, ces états financiers consolidés exposent fidélement la situation.

Aux actionnaires,
Logistic Corporation

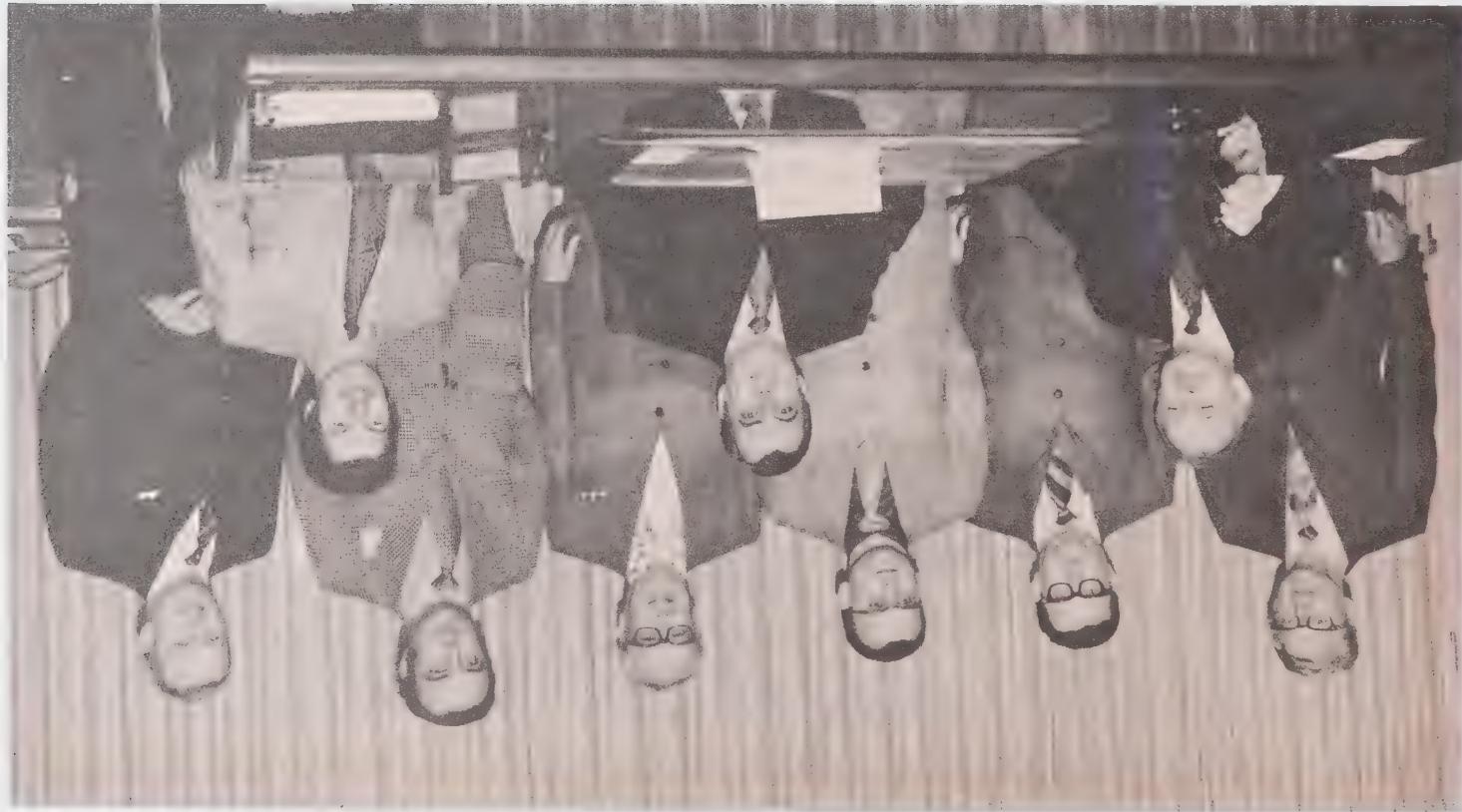
LOGISTIQUE CORPORATION
et ses filiales

ÉTAT CONSOLIDÉ DES BÉNÉFICES ET DES BÉNÉFICES NON RÉPARTIS		pour l'exercice clos le 31 décembre 1971	
Revenus	\$17,803,149	\$11,425,844	
Frais d'opérations	15,965,058	10,051,267	
Benefice d'opérations avant l'amortissement et l'intérêt sur la dette à long terme	1,838,091	1,374,577	
Amortissement	413,137	340,417	
Intérêt sur la dette à long terme	194,698	171,269	
Benefice d'opérations	1,230,256	862,891	
Équité dans le bénéfice net d'une compagnie possédée à 50% (note 3)	(8,951)	31,577	
Benefice avant les impôts sur le revenu	1,221,305	894,468	
Impôts sur le revenu	606,951	442,236	
Benefice net	614,354	\$ 452,232	
Benefice dilué par action	\$ 1,19	\$ 0,89	
ÉTAT CONSOLIDÉ DES BÉNÉFICES		1971	
Solde au début de l'exercice	\$ 929,006	\$ 524,594	
Benefice net pour l'exercice	614,354	452,232	
976,826	1,543,360		
47,820	35,865		
34,600	34,600		
Dividendes sur actions ordinaires			
Dividendes sur actions privilégiées			
70,465	70,465		
47,820			
	\$ 1,472,895	\$ 929,006	
Solde à la fin de l'exercice			

APPROUVE POUR LE CONSEIL D'ADMINISTRATION
ROGER PAGUIN, administrateur
DEREK H. MATHER, administrateur

BILAN CONSOLIDÉ		au 31 décembre 1971
DISPONIBILITÉS		DISPONIBILITÉS
Encaisse	\$ 148,975	\$ 148,975
Comptes et effets à recevoir (note 2)	8,834,230	2,772,473
Frais payés d'avance	297,068	127,089
TOTAL DES DISPONIBILITÉS	9,280,273	3,397,790
Emprunts bancaires (note 2)	1,724,300	5,763,114
Comptes à payer et frais courus	2,324,725	786,776
Impôts sur le revenu	121,044	305,673
Dettes à long terme	470,451	257,890
TOTAL DES EXIGIBILITÉS	8,679,334	3,074,639
FONDS DE ROULEMENT	600,939	323,151
PLACEMENTS (note 3)	1,331,740	1,173,754
IMMOBILISATIONS (note 4)	3,510,412	2,422,859
AUTRES PASSIFS	5,443,091	3,919,764
Dettes à long terme (note 5)	2,548,225	1,764,268
Impôts sur le revenu reportés	570,288	387,184
EXCEDENT DE L'ACTIF TANGIBLE SUR LE PASSIF	3,118,513	2,151,452
EXCEDENT DE L'ACTIF SUR LE PASSIF	2,324,578	1,768,312
AUTRES ACTIFS (note 6)	1,051,717	1,064,094
EXCEDENT DE L'ACTIF SUR LE PASSIF	2,376,295	2,832,406
Capital-actions (note 7)	\$ 1,903,400	\$ 1,903,400
Bénéfices non répartis, incluant le surplus d'appart de \$26,400	1,472,895	929,006
APPROUVE POUR LE CONSEIL D'ADMINISTRATION	\$ 3,376,295	\$ 2,832,406
ROGER PAGUIN, administrateur		
DEREK H. MATHER, administrateur		





Officiers de la Corporation
Dans l'ordre habituel, assis:
MM. Kernenich J. Monks, Roger Paquin et Carmon Dufour.
Deuxième rangée:
M. René Amyot n'apparaît pas sur la photo.
MM. Paul A. Asselin, Laurent Gauthier, Guy Léguillette,
Charles E. Boisvert, G. E. Mérlette et Frank L. Ritchie.

TABLEAU DE CROISANCE

Année financière	Revenus	Benefice net	Impôts sur le revenu	Avant impôts	Benefice net par action diluée	Benefice dilué par action
1971	\$17,803,149	\$1,221,305	\$606,951	\$614,354	1.19	
1970	11,425,844	894,468	442,236	452,232	0.89	
1969	5,936,556	660,148	337,401	322,747	0.63	
1968	5,453,367	422,898	221,587	201,311	0.64	
1967	2,362,194	162,347	77,132	85,215	0.28	
1966	1,107,669	63,634	22,939	40,695	0.27	
1965	1,139,603	27,099	6,539	20,560	0.27	

(compagnie affiliée)

SABR INC.

LOGISTEC CORPORATION, DIVISION CAMIONNAGE

BAPTIST TRANSPORTATION LIMITED

GRUES MORILLES INC. MORILLE CRANES INC.

ITO - INTERNATIONAL TERMINAL OPERATORS LTD

TERMINO CORPORATION

MALONE MARINE AGENCY LIMITED

RAMSEY GHIG & CO. LIMITED

(anciennement Eastern Canada Stevedoring)

LOGISTEC CORPORATION, DIVISION ARRIMAGE

J. C. MALONE & COMPANY (1959) LIMITED

ALBERT G. BAKER LIMITED

ET SES FILIALES

COOPÉRATION

LOGISTEC

276, ST-JACQUES, SUITE 909, MONTREAL H2C 1Z6, CANADA
909, DALHOUSIE, QUÉBEC G2, CANADA



LOGISTICS CORPORATION

LOGISTICS

RAPPORT ANNUEL, 1971

AR24

74 Steven D. Warrick
Treasurer
Dps of Warrick
Personay

LOGISTEC

CORPORATION

AND SUBSIDIARIES

INTERIM REPORT

SECOND QUARTER 1971



To the shareholders:

CONSOLIDATED STATEMENT

Operating revenue
Operating costs
Operating income before
on long term debt
Depreciation and amortization
Interest on long term debt

Operating income
Other income
Equity in net income of
Income before income taxes
Income taxes
Net income
Per common share, at
Number of common shares
Fully diluted earnings per share

During the first half of this fiscal year we have experienced a decrease in our net profit, \$149,199 compared to \$176,912 for the corresponding period in 1970, due entirely to a loss in the container operations. The other divisions showed profit increases.

Accordingly the net profit per share for the first half is 29¢ compared to 34¢ for the same period in 1970, both on a fully diluted basis.

We continue to be optimistic about the container operations which represent an investment in the technology of the future.

The outlook at this time, for the Company as a whole over the remainder of the year, appears most encouraging.

On behalf of the Board of Directors,
Roger Paquin,
President.

August 18, 1971

* Based on 520,400 shares and 100,000 options outstanding as of August 18, 1971.

CONSOLIDATED STATEMENT

SOURCE OF FUNDS
Net income and changes in
Issue of long term debt

APPLICATION OF FUNDS
Net addition to fixed assets
Decrease in long term debt
Increase in investment in
Payments of dividends
Payments of dividends
Financing costs
Excess of cost of investment
capital of such subsidiary

Increase (decrease) in
Working capital at beginning
Working capital at end

MENT OF INCOME (unaudited)

Six months ended June 30,
1971

	\$4,304,455	\$3,981,041
	<u>3,701,480</u>	<u>3,473,978</u>
depreciation and interest	<u>602,975</u>	<u>507,063</u>
ation.	178,309	145,895
ot.	<u>92,701</u>	<u>70,549</u>
	<u>271,010</u>	<u>216,444</u>
	331,965	290,619
	<u>—</u>	<u>17,146</u>
(s) of an affiliated company.	<u>(14,116)</u>	<u>20,265</u>
xes.	317,849	328,030
	<u>168,650</u>	<u>151,118</u>
preferred dividends.	<u>149,199</u>	<u>176,912</u>
es outstanding.	\$ 0.362	\$ 0.455
or common share*.	<u>346,000</u>	<u>336,000</u>
	\$ 0.291	\$ 0.344

Assuming all convertible preferred shares outstanding at June 30 have been converted into common options exercised as of January 1.

MENT OF SOURCE AND APPLICATION OF FUNDS (unaudited)

Six months ended June 30,
1971

not requiring cash outlay.	\$ 390,077	\$ 285,396
	<u>274,740</u>	<u>457,000</u>
	<u>664,817</u>	<u>742,396</u>
S:		
ts.	426,931	575,707
bt.	142,954	189,377
n preferred shares.	2,534	152,688
n common shares.	23,910	23,910
	34,600	<u>—</u>
	<u>—</u>	1,756
ment in shares of subsidiaries over working es at date of acquisition.	<u>—</u>	486,622
	<u>630,929</u>	<u>1,430,060</u>
orking capital.	33,888	(687,664)
ning of period.	<u>323,151</u>	<u>1,084,391</u>
period.	\$ 357,039	\$ 396,727

Aux actionnaires:

ÉTAT CONSOLIDÉ

Revenus.
Frais d'opérations.
Bénéfices d'opération
à long terme.
Amortissement.
Intérêt sur la dette à l'

Bénéfices d'opération
Autres revenus.
Équité dans le bénéfice
Bénéfice avant les impôts
Impôts sur le revenu.
Bénéfice net.
Par action ordinaire, a
Nombre d'actions ordinaires
Bénéfice dilué par ac

Au cours du premier semestre de cette année fiscale nous avons subi une diminution de nos bénéfices nets qui se sont chiffrés à \$149,199, comparativement à \$176,912 pour la période correspondante en 1970.

Cette situation est due uniquement à une perte encourue dans les opérations de manutention de containers; les autres divisions ayant démontré des augmentations de profits.

Par conséquent, le bénéfice dilué par action pour le premier semestre s'élève à 29¢ comparé à 34¢ pour la même période en 1970.

Présentement, les perspectives pour le reste de l'année en cours apparaissent des plus encourageantes et nous conservons notre optimisme concernant la rentabilité des opérations de manutention de containers qui représentent un investissement dans la technologie de l'avenir.

Pour le conseil d'administration,
le président,
Roger Paquin

le 18 août 1971

* Basé sur 520,400 actions en circulation au 30 juin 1971.

ÉTAT CONSOLIDÉ

PROVENANCE DES FONDS
Bénéfice net et frais de financement
Émission de dette à long terme

EMPLOI DES FONDS
Acquisitions d'immobilisations
Réduction de la dette
Augmentation des placements
Paiement des dividendes
Paiement des dividendes
Frais de financement
Excédent du coût du roulement de ces filiales

Augmentation (diminution)
Fonds de roulement à long terme
Fonds de roulement à court terme

S BÉNÉFICES (non vérifié)

avant l'amortissement et l'intérêt sur la dette
ng terme
e (perte) net d'une compagnie affiliée
ôts sur le revenu
près déduction des dividendes privilégiés
naires en circulation
on ordinaire*

Six mois terminés le 30 juin
1971 1970

\$4,304,455	\$3,981,041
<u>3,701,480</u>	<u>3,473,978</u>
— 602,975	— 507,063
178,309	145,895
92,701	70,549
— 271,010	— 216,444
331,965	290,619
—	17,146
(14,116)	20,265
317,849	328,030
168,650	151,118
— 149,199	— 176,912
\$ 0.362	\$ 0.455
346,000	336,000
\$ 0.291	\$ 0.344

assumant en date du 1er janvier la conversion en actions ordinaires de toutes les actions privilégiées
si que l'exercice des options d'achat d'actions.

E PROVENANCE ET D'EMPLOI DES FONDS (non vérifié)

ONDS:

ne requérant pas de déboursés
ng terme
c
isations
à long terme
gements
es sur actions privilégiées
es sur actions ordinaires
lacement en actions de filiales sur le fonds de
es à la date d'acquisition
ion) du fonds de roulement
u début de la période
la fin de la période

Six mois terminés le 30 juin
1971 1970

\$ 390,077	\$ 285,396
<u>274,740</u>	<u>457,000</u>
— 664,817	— 742,396
426,931	575,707
142,954	189,377
2,534	152,688
23,910	23,910
34,600	—
—	1,756
—	486,622
— 630,929	— 1,430,060
33,888	(687,664)
323,151	1,084,391
\$ 357,039	\$ 396,727



LOGISTEC

CORPORATION

ET SES FILIALES

RAPPORT INTÉRIMAIRE

DEUXIÈME TRIMESTRE 1971

